

August 2021



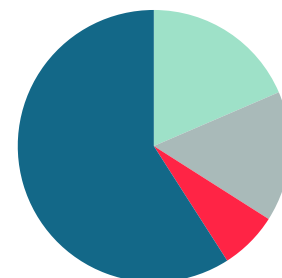
Area Delimited by County Of Muskogee



MONTHLY INVENTORY ANALYSIS

Report produced on Sep 13, 2021 for MLS Technology Inc.

Compared Metrics	2020	August 2021	+/-%
Closed Listings	78	91	16.67%
Pending Listings	80	76	-5.00%
New Listings	106	117	10.38%
Average List Price	143,444	173,410	20.89%
Average Sale Price	137,602	170,431	23.86%
Average Percent of Selling Price to List Price	96.18%	98.21%	2.12%
Average Days on Market to Sale	32.55	26.80	-17.66%
End of Month Inventory	376	290	-22.87%
Months Supply of Inventory	5.90	4.06	-31.23%



■ Closed (18.53%)
■ Pending (15.48%)
■ Other OffMarket (6.92%)
■ Active (59.06%)

Absorption: Last 12 months, an Average of **72** Sales/Month
Active Inventory as of August 31, 2021 = **290**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2021 decreased **22.87%** to 290 existing homes available for sale. Over the last 12 months this area has had an average of 72 closed sales per month. This represents an unsold inventory index of **4.06** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **23.86%** in August 2021 to \$170,431 versus the previous year at \$137,602.

Average Days on Market Shortens

The average number of **26.80** days that homes spent on the market before selling decreased by 5.75 days or **17.66%** in August 2021 compared to last year's same month at **32.55** DOM.

Sales Success for August 2021 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 117 New Listings in August 2021, up **10.38%** from last year at 106. Furthermore, there were 91 Closed Listings this month versus last year at 78, a **16.67%** increase.

Closed versus Listed trends yielded a **77.8%** ratio, up from previous year's, August 2020, at **73.6%**, a **5.70%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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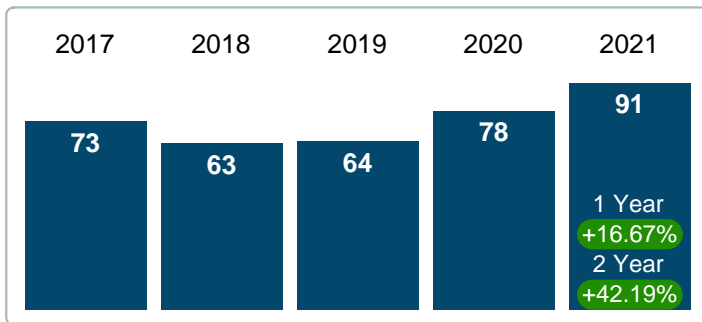
Area Delimited by County Of Muskogee



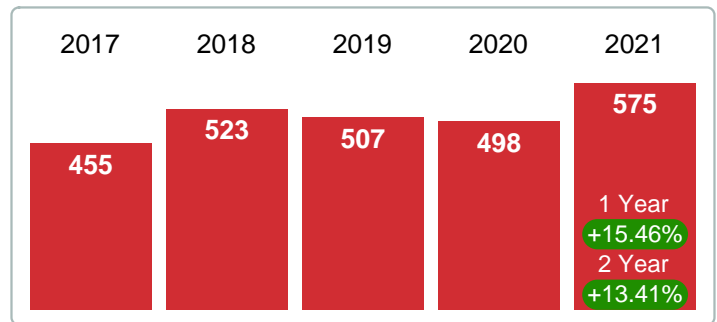
CLOSED LISTINGS

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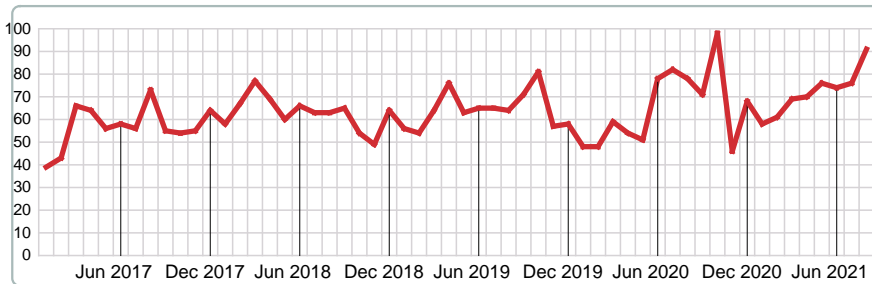
AUGUST



YEAR TO DATE (YTD)

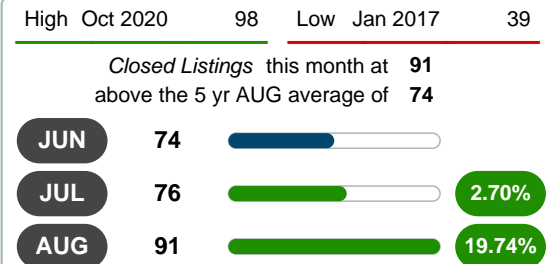


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 74



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	5.49%	70.0	3	2	0	0
\$25,001 - \$75,000	14	15.38%	43.4	11	3	0	0
\$75,001 - \$125,000	16	17.58%	27.6	3	13	0	0
\$125,001 - \$175,000	22	24.18%	16.8	1	19	2	0
\$175,001 - \$225,000	11	12.09%	14.4	0	8	3	0
\$225,001 - \$325,000	13	14.29%	13.5	1	7	5	0
\$325,001 and up	10	10.99%	33.7	2	3	5	0
Total Closed Units	91			21	55	15	0
Total Closed Volume	15,509,253	100%	26.8	2.03M	9.11M	4.38M	0.00B
Average Closed Price	\$170,431			\$96,471	\$165,563	\$291,827	\$0

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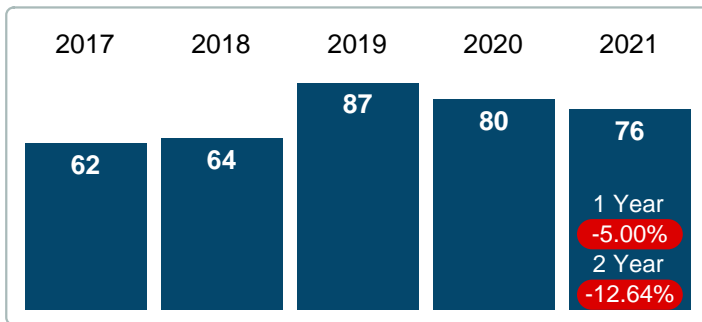
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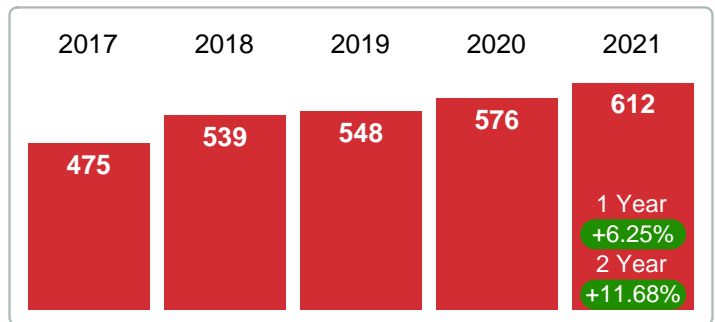
PENDING LISTINGS

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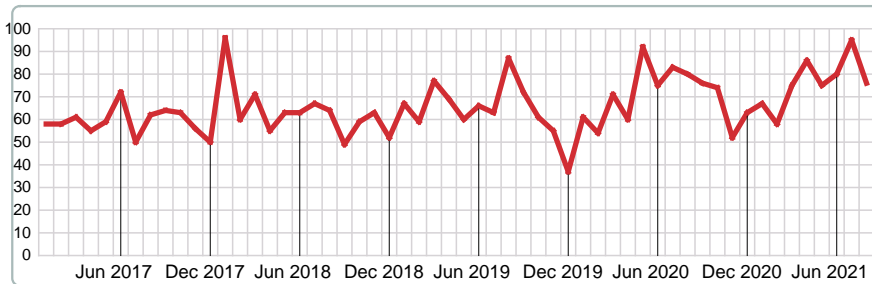
AUGUST



YEAR TO DATE (YTD)

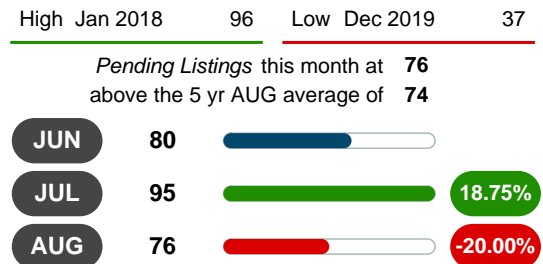


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 74



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	8	10.53%	40.8	7	1	0	0
\$40,001 - \$90,000	9	11.84%	47.3	3	6	0	0
\$90,001 - \$110,000	6	7.89%	11.3	3	3	0	0
\$110,001 - \$160,000	22	28.95%	14.0	3	17	2	0
\$160,001 - \$230,000	13	17.11%	31.9	1	9	3	0
\$230,001 - \$290,000	9	11.84%	33.1	1	6	1	1
\$290,001 and up	9	11.84%	36.2	2	3	1	3
Total Pending Units	76			20	45	7	4
Total Pending Volume	13,006,200	100%	23.1	2.23M	7.56M	1.81M	1.41M
Average Listing Price	\$120,700			\$111,710	\$167,916	\$258,271	\$351,975

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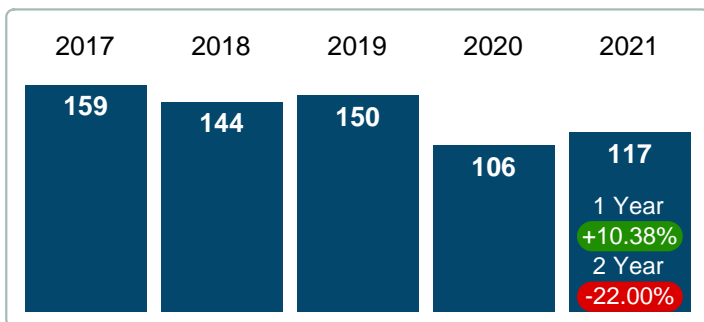
Area Delimited by County Of Muskogee



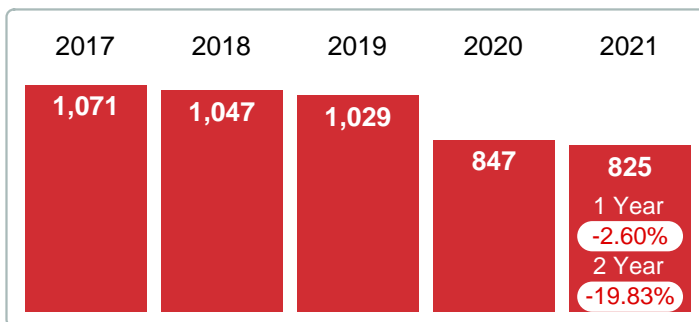
NEW LISTINGS

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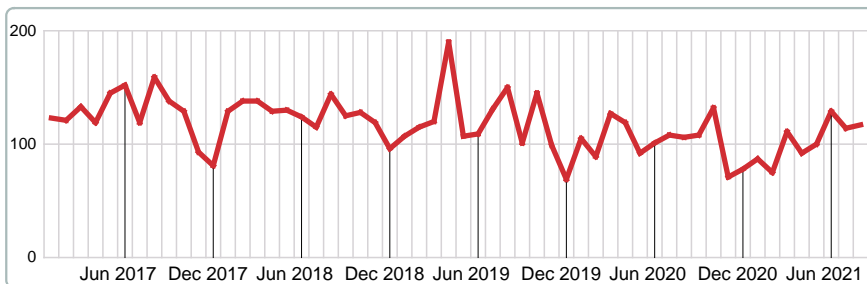
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 135

High Apr 2019 190 Low Dec 2019 69

New Listings this month at 117
 below the 5 yr AUG average of 135



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	7	5.98%	7	0	0	0
\$25,001 - \$75,000	19	16.24%	10	8	0	1
\$75,001 - \$100,000	16	13.68%	7	8	1	0
\$100,001 - \$150,000	25	21.37%	2	20	3	0
\$150,001 - \$225,000	21	17.95%	4	13	3	1
\$225,001 - \$375,000	17	14.53%	4	9	2	2
\$375,001 and up	12	10.26%	5	4	2	1
Total New Listed Units	117		39	62	11	5
Total New Listed Volume	27,339,895	100%	9.76M	12.37M	2.90M	2.31M
Average New Listed Listing Price	\$162,633		\$250,385	\$199,502	\$263,445	\$461,580

August 2021



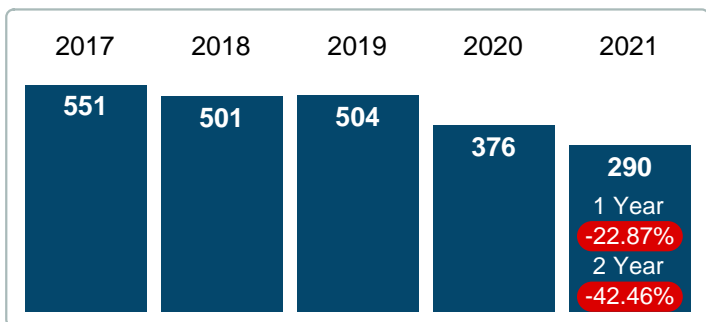
Area Delimited by County Of Muskogee



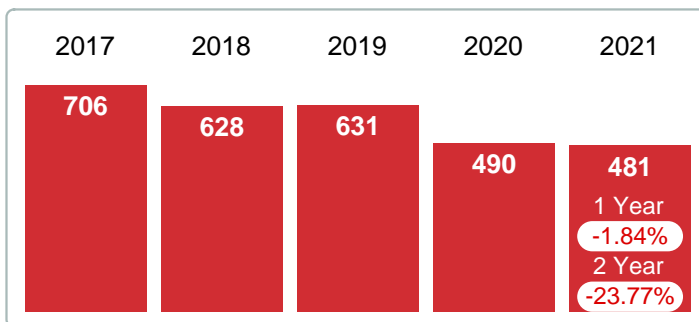
ACTIVE INVENTORY

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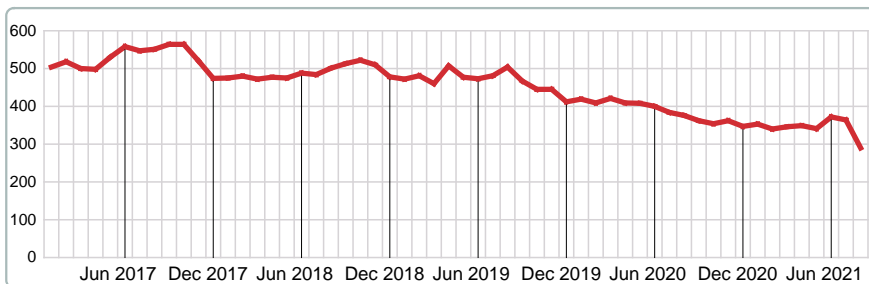
END OF AUGUST



ACTIVE DURING AUGUST

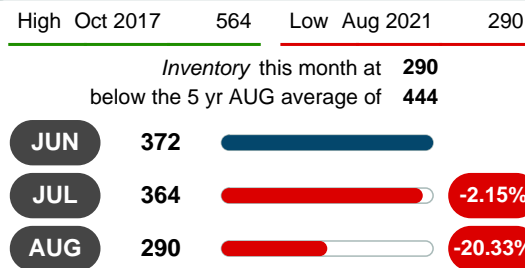


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 444



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	57	19.66%	160.4	55	2	0	0
\$25,001-\$50,000	30	10.34%	96.0	22	7	0	1
\$50,001-\$150,000	94	32.41%	73.5	50	39	5	0
\$150,001-\$225,000	38	13.10%	67.8	18	14	5	1
\$225,001-\$500,000	43	14.83%	87.8	28	5	8	2
\$500,001 and up	28	9.66%	91.4	19	3	4	2
Total Active Inventory by Units	290			192	70	22	6
Total Active Inventory by Volume	61,550,730	100%	96.0	39.42M	11.78M	7.39M	2.97M
Average Active Inventory Listing Price	\$212,244			\$205,297	\$168,230	\$335,964	\$494,400

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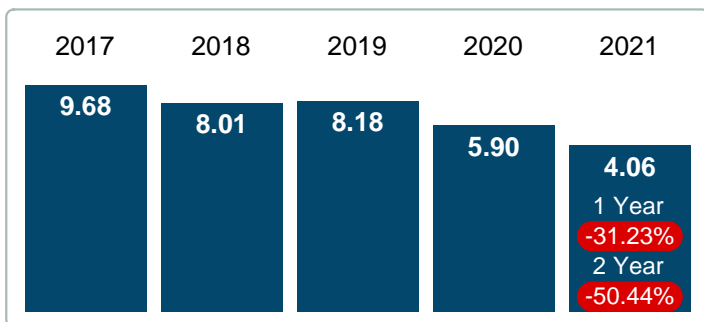
Area Delimited by County Of Muskogee



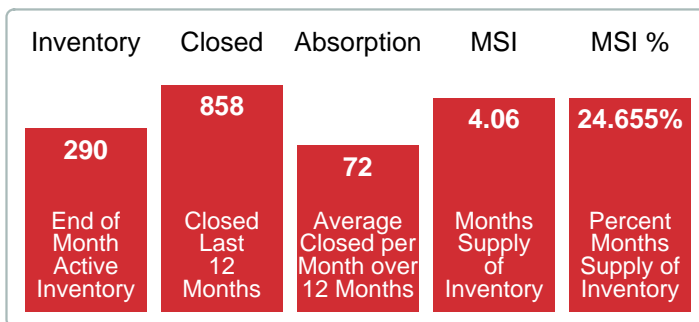
MONTHS SUPPLY of INVENTORY (MSI)

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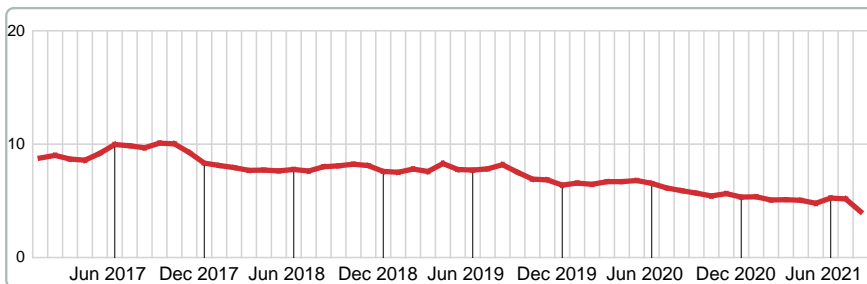
MSI FOR AUGUST



INDICATORS FOR AUGUST 2021



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 7.16

High Sep 2017 10.09 Low Aug 2021 4.06

Months Supply this month at **4.06**
below the 5 yr AUG average of **7.16**



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	6	2.07%	5.14	6.00	0.00	0.00	0.00
\$10,001 - \$30,000	58	20.00%	10.88	18.16	1.00	0.00	0.00
\$30,001 - \$70,000	44	15.17%	4.00	4.99	2.87	0.00	12.00
\$70,001 - \$150,000	73	25.17%	3.00	5.74	2.23	1.88	0.00
\$150,001 - \$240,000	44	15.17%	2.55	12.63	1.38	2.00	1.71
\$240,001 - \$500,000	37	12.76%	3.36	17.33	0.73	1.22	4.00
\$500,001 and up	28	9.66%	19.76	32.57	9.00	12.00	12.00
Market Supply of Inventory (MSI)			4.06	9.64	1.87	1.77	3.60
Total Active Inventory by Units		100%	4.06	192	70	22	6

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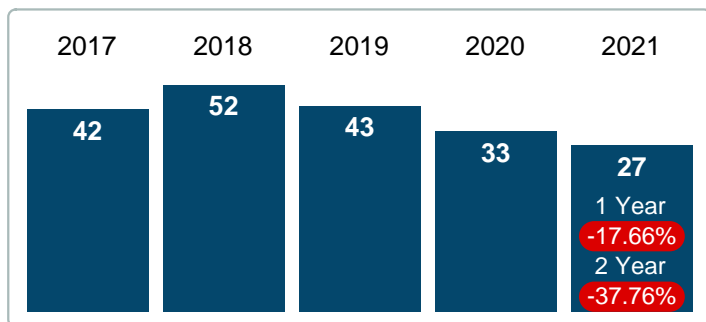
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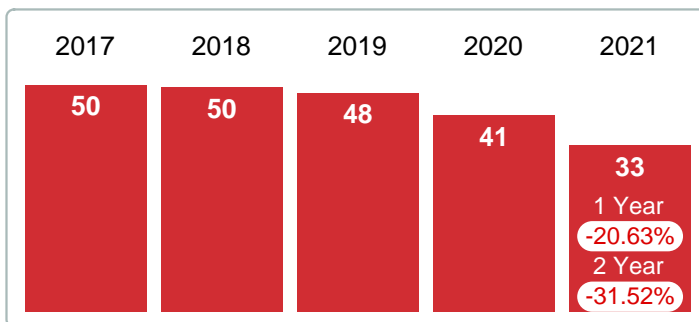
AVERAGE DAYS ON MARKET TO SALE

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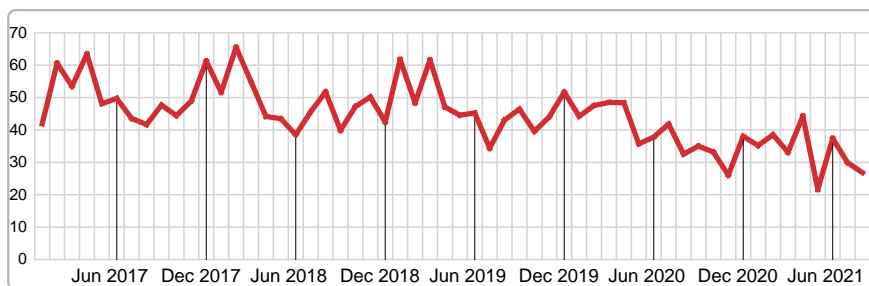
AUGUST



YEAR TO DATE (YTD)

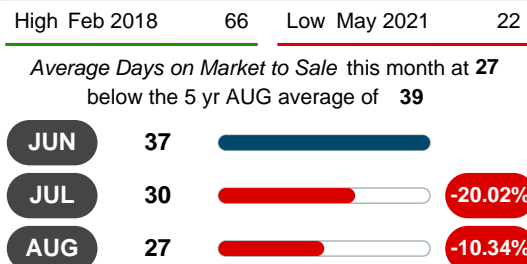


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 39



AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range	%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5.49%	70	62	83	0	0
\$25,001 - \$75,000	15.38%	43	49	23	0	0
\$75,001 - \$125,000	17.58%	28	85	14	0	0
\$125,001 - \$175,000	24.18%	17	105	13	8	0
\$175,001 - \$225,000	12.09%	14	0	14	16	0
\$225,001 - \$325,000	14.29%	13	2	7	24	0
\$325,001 and up	10.99%	34	116	23	7	0
Average Closed DOM		27	63	16	15	0
Total Closed Units	100%	27	21	55	15	0
Total Closed Volume		15,509,253	2.03M	9.11M	4.38M	0.00B

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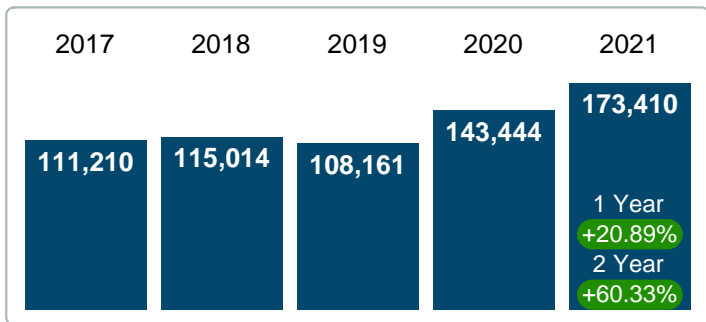
Area Delimited by County Of Muskogee



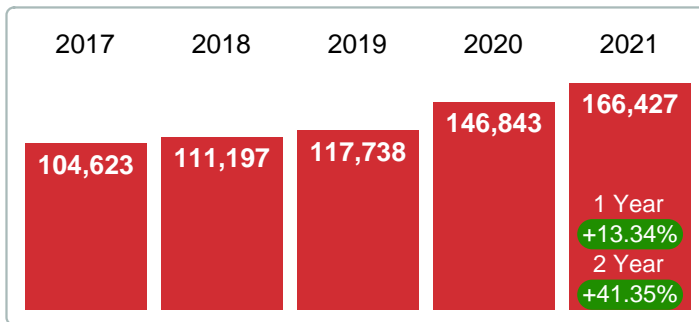
AVERAGE LIST PRICE AT CLOSING

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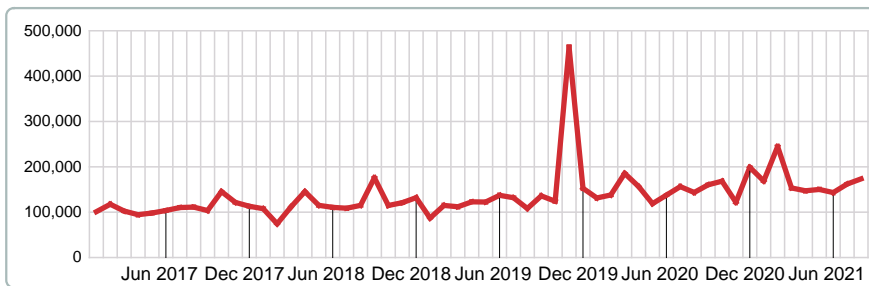
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

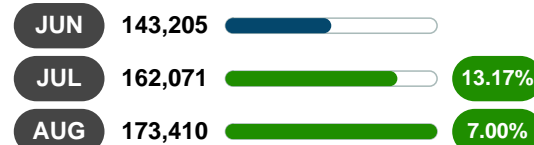


3 MONTHS

5 year AUG AVG = 130,248

High Nov 2019 464,004 Low Feb 2018 74,408

Average List Price at Closing this month at **173,410**
above the 5 yr AUG average of **130,248**



AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range	%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5.49%	14,680	10,500	20,950	0	0
\$25,001 - \$75,000	13.19%	56,058	55,800	75,933	0	0
\$75,001 - \$125,000	23.08%	102,129	91,833	103,462	0	0
\$125,001 - \$175,000	19.78%	151,989	175,000	147,979	142,000	0
\$175,001 - \$225,000	13.19%	200,704	0	198,706	213,100	0
\$225,001 - \$325,000	14.29%	258,738	240,000	258,671	262,580	0
\$325,001 and up	10.99%	438,170	432,950	437,967	440,380	0
Average List Price		173,410	104,843	166,192	295,873	0
Total Closed Units	100%	173,410	21	55	15	0
Total Closed Volume		15,780,350	2.20M	9.14M	4.44M	0.00B

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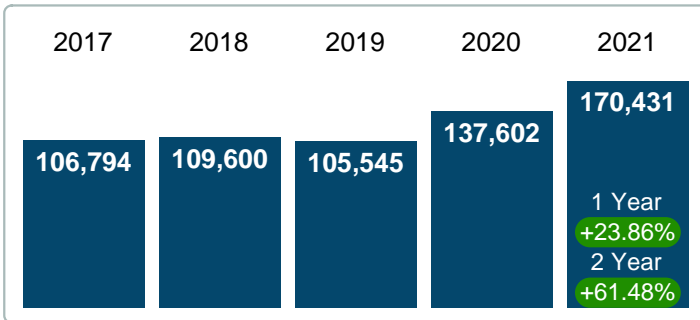
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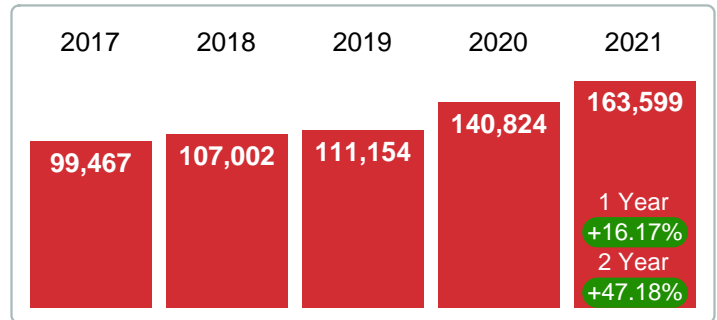
AVERAGE SOLD PRICE AT CLOSING

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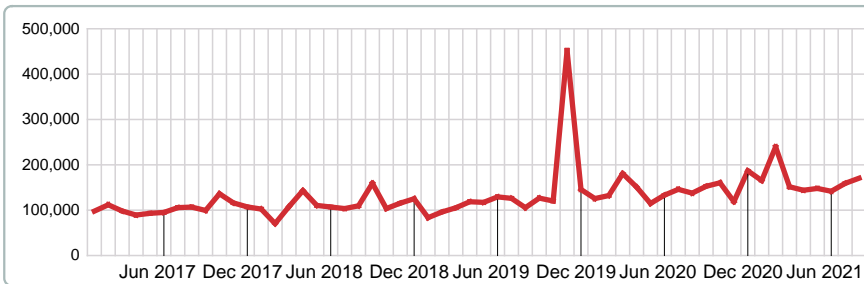
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

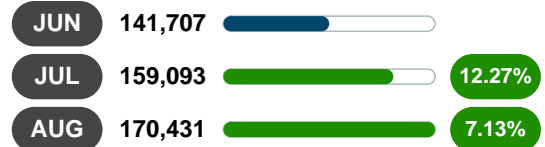


3 MONTHS

5 year AUG AVG = 125,994

High Nov 2019 452,107 Low Feb 2018 70,465

Average Sold Price at Closing this month at **170,431** above the 5 yr AUG average of **125,994**



AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range	%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5.49%	13,500	8,833	20,500	0	0
\$25,001 - \$75,000	15.38%	55,759	52,491	67,740	0	0
\$75,001 - \$125,000	17.58%	101,719	92,333	103,885	0	0
\$125,001 - \$175,000	24.18%	148,424	175,000	147,702	142,000	0
\$175,001 - \$225,000	12.09%	204,218	0	200,375	214,467	0
\$225,001 - \$325,000	14.29%	254,069	240,000	256,843	253,000	0
\$325,001 and up	10.99%	421,900	365,000	434,667	437,000	0
Average Sold Price		170,431	96,471	165,563	291,827	0
Total Closed Units	100%	170,431	21	55	15	0
Total Closed Volume		15,509,253	2.03M	9.11M	4.38M	0.00B

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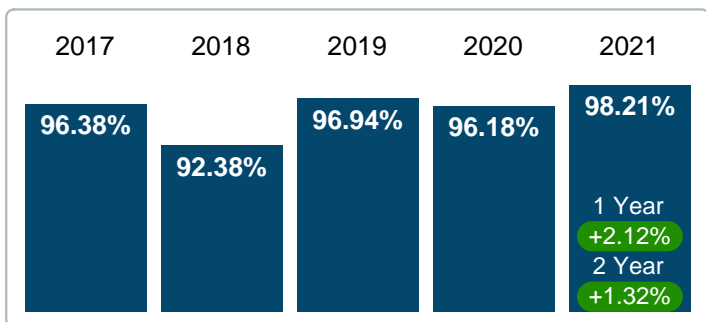
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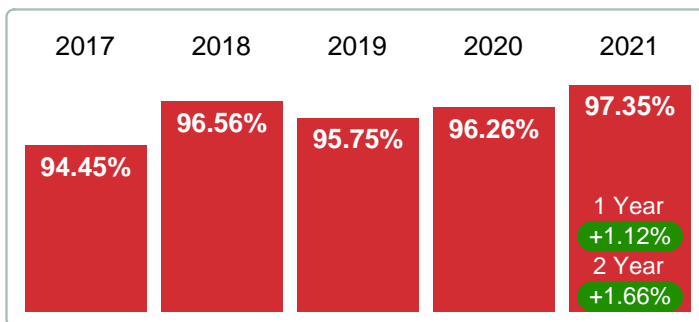
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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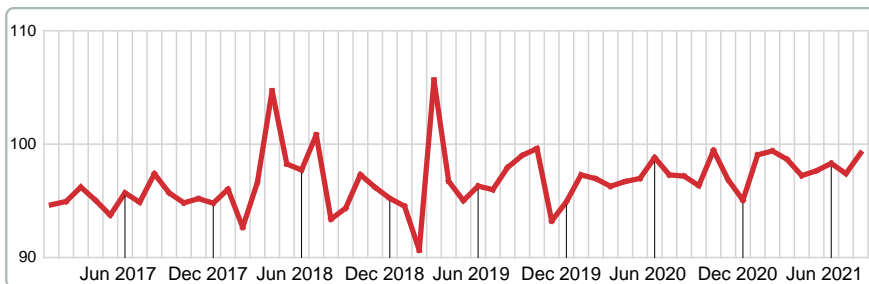
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

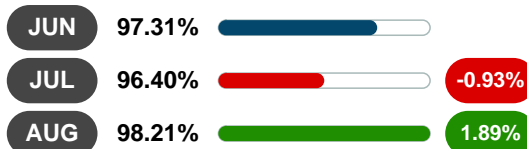


3 MONTHS

5 year AUG AVG = 96.02%

High Mar 2019 104.65% Low Feb 2019 89.65%

Average Sold/List Ratio this month at **98.21%**
above the 5 yr AUG average of **96.02%**



AVERAGE SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	5.49%	92.61%	88.89%	98.19%	0.00%	0.00%
\$25,001 - \$75,000	14	15.38%	93.63%	94.36%	90.95%	0.00%	0.00%
\$75,001 - \$125,000	16	17.58%	100.77%	100.62%	100.80%	0.00%	0.00%
\$125,001 - \$175,000	22	24.18%	99.94%	100.00%	99.93%	100.00%	0.00%
\$175,001 - \$225,000	11	12.09%	100.83%	0.00%	100.83%	100.85%	0.00%
\$225,001 - \$325,000	13	14.29%	98.39%	100.00%	99.32%	96.76%	0.00%
\$325,001 and up	10	10.99%	96.45%	85.02%	99.08%	99.44%	0.00%
Average Sold/List Ratio		98.20%		94.12%	99.59%	98.90%	0.00%
Total Closed Units		91	100%	21	55	15	
Total Closed Volume		15,509,253		2.03M	9.11M	4.38M	0.00B

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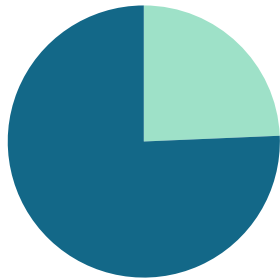
Area Delimited by County Of Muskogee



MARKET SUMMARY

Report produced on Sep 13, 2021 for MLS Technology Inc.

INVENTORY

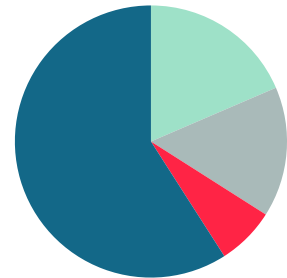


Inventory
 New Listings
117 = 24.32%
 Start Inventory
364
 Total Inventory Units
481
 Volume
\$95,012,677

Market Activity

Closed Sales
91 = 18.53%
 Pending Sales
76 = 15.48%
 Other Off Market
34 = 6.92%
 Active Inventory
290 = 59.06%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	78	91	16.67%	498	575	15.46%
Pending Sales	80	76	-5.00%	576	612	6.25%
New Listings	106	117	10.38%	847	825	-2.60%
Average List Price	143,444	173,410	20.89%	146,843	166,427	13.34%
Average Sale Price	137,602	170,431	23.86%	140,824	163,599	16.17%
Average Percent of Selling Price to List Price	96.18%	98.21%	2.12%	96.26%	97.35%	1.12%
Average Days on Market to Sale	32.55	26.80	-17.66%	41.40	32.86	-20.63%
Monthly Inventory	376	290	-22.87%	376	290	-22.87%
Months Supply of Inventory	5.90	4.06	-31.23%	5.90	4.06	-31.23%

Absorption: Last 12 months, an Average of **72** Sales/Month

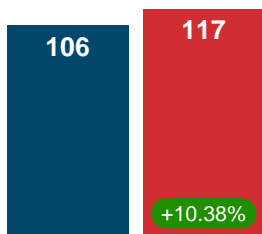
Inventory on August 31, 2021 = **290**

2020 **2021**

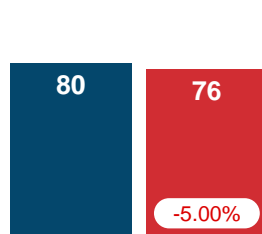
AUGUST MARKET

AVERAGE PRICES

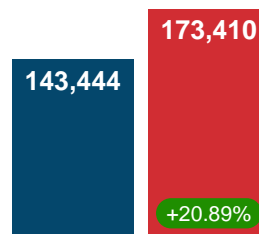
New Listings



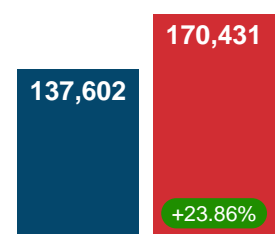
Pending Listings



List Price



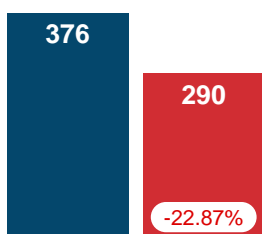
Sale Price



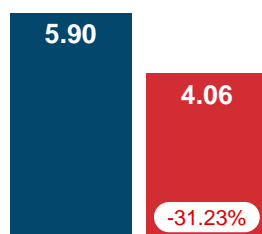
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

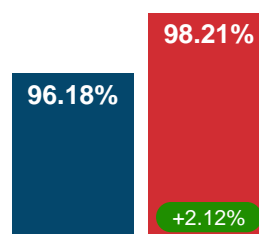
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

